

Message Text

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ACTION NEA-10

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E.O. 11652: N/A
TAGS: BEXP MU
SUBJECT: OCT 77 BUILDING AND CONSTRUCTION TECHNICAL SALES SEMINAR

REF: 76 STATE 274154

1. IN REPLY TO REFTEL, THE FOLLOWING INFORMATION IS SUBMITTED:

A. SEMINAR SHOULD BE HELD IN MUSCAT AND SALALAH.

B. TOPICS/THEMES COULD INCLUDE U.S. METHODS OF OFFICE/RESIDENTIAL
CONSTRUCTION; TOWN PLANNING AND DEVELOPMENT OF UTILITIES; PETROLEUM
INDUSTRY CONSTRUCTION; SITE PREPARATION; PREFAB HOUSING AND INDUS-
TRIAL BUILDINGS; NEW TECHNOLOGIES OF HOUSING IN RURAL AREAS,
INCLUDING SOLAR-HEATED HOUSING; PROJECT MANAGEMENT AND QUALITY
CONTROL.

C. PRODUCTS FEATURED MIGHT INCLUDE CONSTRUCTION EQUIPMENT,
PREFABRICATED METAL BUILDINGS, NEW CONSTRUCTION MATERIALS,
MODULAR HOUSING, AND CONSTRUCTION TOOLS. WE BELIEVE THAT THERE
IS STRONG DEMAND FOR AMERICAN-MANUFACTURED GOODS IN THESE
PRODUCT LINES.

UNCLASSIFIED

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PAGE 02 MUSCAT 00052 120551Z

D. IMPORTS 1975 7.S. MARKET SHARE

CONSTRUCTION MACHINERY,
\$39.8 MILLION 6.8 PERCENT

CEMENT, \$21.5 MILLION 0.1

IRON AND STEEL BARS, \$14.9 MILLION 1.7

CAST IRON PIPE, \$18.9 MILLION 29.3

IRON AND STEEL PIPE, \$6.5 MILLION 0.3

FABRICATED STEEL BUILDING MATERIALS
AND STRUCTURES, \$6.9 MILLION 0.1

FABRICATED ALUMINUM BUILDING
MATERIALS, \$5.6 MILLION 0.3

HAND TOOLS, \$5.7 MILLION 5.2

E. IMPORTS FOR GOVERNMENT PROJECTS ARE GENERALLY FREE. CEMENT
AND OTHER BUILDING MATERIALS AND EQUIPMENT ARE NORMALLY SUBJECT
TO ONLY A 2 PERCENT IMPORT FEE; THERE ARE NO TRADE RESTRICTIONS
OTHER THAN USUAL ISRAEL BOYCOTT PROVISIONS, AND THE OMANI RIAL
IS A FREELY CONVERTIBLE CURRENCY.

F. MAJOR FOREIGN COMPETITION FOR EQUIPMENT COMES FROM BRITAIN,
WEST GERMANY, JAPAN, AND FRANCE. BRITISH, GERMAN, CYPRIOT.
AND LEBANESE COMPANIES PROVIDE STIFF COMPETITION ON CONSTRUCTION
PROJECTS.

G. NONE, WITH POSSIBLE EXCEPTION OF SHIPBOARD TRADE EXHIBIT.

H. MAJOR PROJECTS INCLUDE DEVELOPMENT OF SALALAH AND ENVIRONS
IN DHOFAR; CONSTRUCTION OF NATURAL GAS PIPELINE NETWORK AND
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PAGE 03 MUSCAT 00052 120551Z

SELECTED INDUSTRY FUELED BY NATURAL GAS; RESIDENTIAL AND OFFICE
CONSTRUCTION IN RUWI VALLEY; AIRPORTS; ELECTRIFICATION; SCHOOLS
AND HOSPITALS; DEVELOPMENT OF OTHER INFRASTRUCTURE IN INTERIOR
TOWNS.

I. WORLD BANK ASSISTED EDUCATION PROJECT FOR TWO PRIMARY SCHOOLS
AND AGRICULTURAL TRAINING CENTERS. LOUIS BERGER INTERNATIONAL
(EAST ORANGE, NJ) HAS WORLD BANK CONTRACT TO PROVIDE ADVICE
TO DEPARTMENT OF ROADS ON HIGHWAY OPERATION AND MAINTENANCE.

J. GROVE INTERNATIONAL CORPORATION, 600 MADISON AVE., NY,
NY 10011 (ROADS); PAN AMERICAN (CONSULTANTS FOR FUTURE AIRPORT
CONSTRUCTION); TOCO (WILLIAMS BROTHERS) - PIPELINE CON-
STRUCTION.
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